

**RFP # 10300 Vendor Questions
Pre-Bid Conference Call - March 28, 2007
Kansas Health Policy Authority
State Employee Health Plan
HealthQuest Wellness Program**

Q1: Is the Deadline extended to April 27, 2007?

A: Yes

Q2: For a group that is not applying to fill all of the roles within the RFP, is it possible to apply and indicate the sections that we are not planning to fulfill?

A: Please provide a single statement in Section 6.1.1 summarizing those sections or questions you will not be responding to.

Q3: We would like the number of employer locations and employees at each location.

A: See the Addendum 2 for employees and spouses by zip code: <http://www.da.ks.gov/purch/adds/default.htm>
Also, see the table titled Eligible Employee Count by Work County beginning on page 4 of this document.

Q4: For communication materials, is the State looking for a partner to produce, mail, etc... or are you needing design and marketing expertise?

A: Both

Q5: Should potential vendors assume the cost of printing and distribution to the home?

A: Yes

Q6: Regarding employees visiting the vendor website-do vendors need an independent portal or link off of an existing site that employees use?

A: Easy access is the desired outcome.

Q7: Describe the State's relationship with the local health departments. What is the structure of the health departments and how does the State collaborate with the departments?

A: The state is not currently working with the Health Departments. Our community component of the RFP includes working with the Department of Health and Environment (and the county Health Departments), the Department on Aging, the Department of Education, and the County Extension Offices.

Q8: Currently the State is receiving chronic disease management from BCBS & Coventry. To what degree are you looking for assistance in disease management, identification of chronic conditions, intervention for members?

A: We desire a comprehensive "condition" management program with appropriate interventions, coaching, etc. that bring results.

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Q9: In reference to the focus on diabetes, obesity, and tobacco cessation...Is the State interested in seeing other information on other programs (heart disease, asthma, COPD, CHS,) or not at this time?

A: The three main initiatives are diabetes, obesity, and tobacco cessation. We will consider looking at additional programs, but these three are our primary focus.

Q10: Overall health benefits plan (HMO, PPO, etc.), is there a place to look at those plan designs? Is there claims data available for specific areas that the vendors can reference to?

A: Visit the KHPA website for information about the State plans: <http://www.khpa.ks.gov/subject/benlink.htm> . We are not providing any claims data at this time.

Q11: Would all claims data (medical, pharmacy) come from Medstat in one feed?

A: Yes

Q12: What is the difference between the web based interactive programming vs. health related web resources program components (what components are in each of those categories)? {referring to p.25 Scope of Work}

A: The RFP describes these differences on pages 34 and 35.

Q13: Of the 88,000 eligible members, are retirees included in this population?

A: No

Q14: Has the State incorporated their HRAs results or information into programs today?

A: No

Q15: Is the target population for the HRA 88,000?

A: Yes

Q16: Regarding outreach for coaching, how is the State rolling out the coaching (direct coaching to specific risk populations or will the State be making recommendations?)

A: We are looking to the vendor to provide suggestions and recommendations.

Q17: In 2004 the State did 20,000 HRAs. What was the target population?

A: Employees only – 36,000

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Q18: The State's priorities are Diabetes, Obesity, and Tobacco Cessation. What is the budget for the overall plan in the first wave?

A: Please provide an appropriate cost structure for the RFP components.

Q19: In Section 2 for primary response, where should the vendors respond to for the contractor qualifications section (pgs. 27-28)? What is the order?

A: You can provide the contractor qualifications in Section V of your response or in letter of transmittal. As long as all bullet points are addressed, the order does not matter.

Q20: Page 33 under Section 6.7 – integration of electronic health records: How does the ability to have a member portal, provider portal, or “State” portal fit into the overall product scheme? Why are you asking for this information?

A: Electronic health records are part of our new future. We believe we should prepare for this proactively and include this in our planning.

Q21: Regarding the health screening component, specifically collection of blood, blood pressure, body fat analysis, etc., what is your preferred method in accomplishing this?

Are you looking for the vendor to set up in your facilities (rooms at each location) for screening, are you considering having employees go off site during working hours at clinics, or would it be preferred for a mobile health testing facility to come to each respective site for convenience and privacy? Does the state have a preferred method?

A: We are asking vendors to provide recommendations.

Eligible Employee Count by Work County

State	Work County	Employee Count
AZ	JO	1
CA	EW	1
CO	FO	1
CO	PN	1
CO	SG	1
FL	SN	2
IA	SN	1
IL	SN	1
IN	FR	1
IN	HV	1
IN	MP	1
KS	AL	152
KS	AN	44
KS	AT	292
KS	BA	40
KS	BB	228
KS	BR	77
KS	BT	144
KS	BU	600
KS	CA	13
KS	CD	53
KS	CF	28
KS	CK	62
KS	CL	453
KS	CM	14
KS	CN	43
KS	CQ	84
KS	CR	1005
KS	CS	10
KS	CY	36
KS	DC	14
KS	DG	4774
KS	DK	157
KS	DP	17
KS	ED	18
KS	EK	5
KS	EL	1284
KS	EW	323
KS	FI	263
KS	FO	275
KS	FR	70
KS	GE	289
KS	GH	14
KS	GL	16
KS	GO	11

State	Work County	Employee Count
KS	GT	29
KS	GW	107
KS	GY	17
KS	HG	12
KS	HM	29
KS	HP	20
KS	HS	20
KS	HV	78
KS	JA	165
KS	JF	169
KS	JO	917
KS	JS	9
KS	JW	31
KS	KE	18
KS	KM	27
KS	KW	19
KS	LB	589
KS	LC	86
KS	LE	11
KS	LG	87
KS	LN	27
KS	LV	802
KS	LY	946
KS	MC	80
KS	ME	21
KS	MG	136
KS	MI	438
KS	MN	51
KS	MP	160
KS	MR	25
KS	MS	119
KS	MT	13
KS	NM	38
KS	NO	210
KS	NS	23
KS	NT	314
KS	OB	14
KS	OS	109
KS	OT	106
KS	PL	85
KS	PN	1272
KS	PR	150
KS	PT	289
KS	RA	76
KS	RC	44
KS	RH	69
KS	RL	4312

State	Work County	Employee Count
KS	RN	915
KS	RO	69
KS	RP	39
KS	RS	32
KS	SA	580
KS	SC	20
KS	SD	15
KS	SF	22
KS	SG	3481
KS	SH	42
KS	SM	17
KS	SN	12152
KS	ST	69
KS	SU	386
KS	SV	18
KS	SW	78
KS	TH	84
KS	TR	31
KS	WA	13
KS	WB	88
KS	WH	5
KS	WL	26
KS	WO	42
KS	WS	97
KS	WY	3391
MI	SN	1
MO	JO	2
MO	JS	7
MO	LV	2
MO	PE	1
MO	SN	2
MO	WY	6
ND	LV	1
NE	NT	1
NE	PN	1
NE	SG	1
NE	SN	1
OK	SN	2
TN	SN	1
TX	JF	1
TX	SN	1
VA	JO	1